FIG. 1

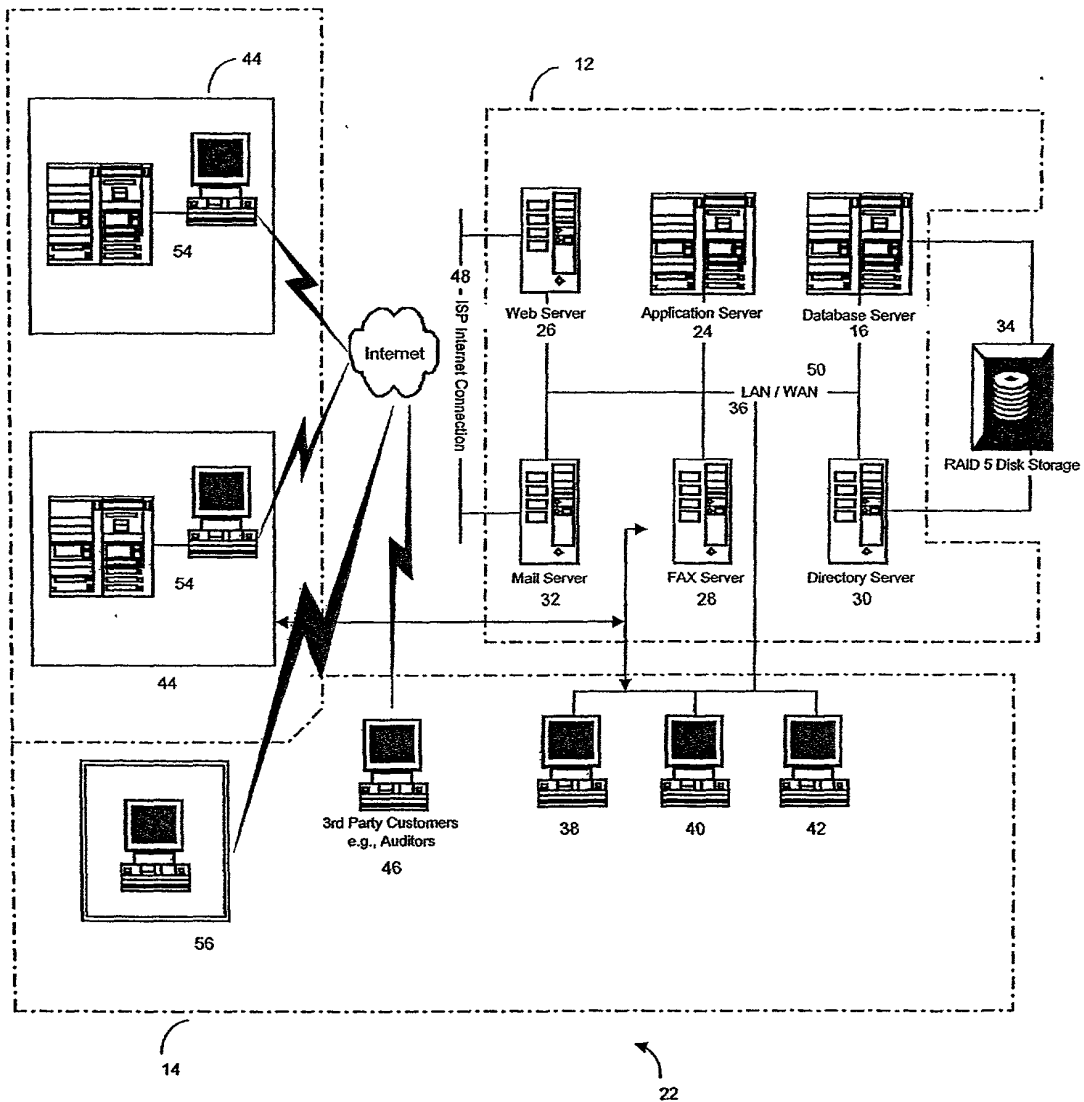
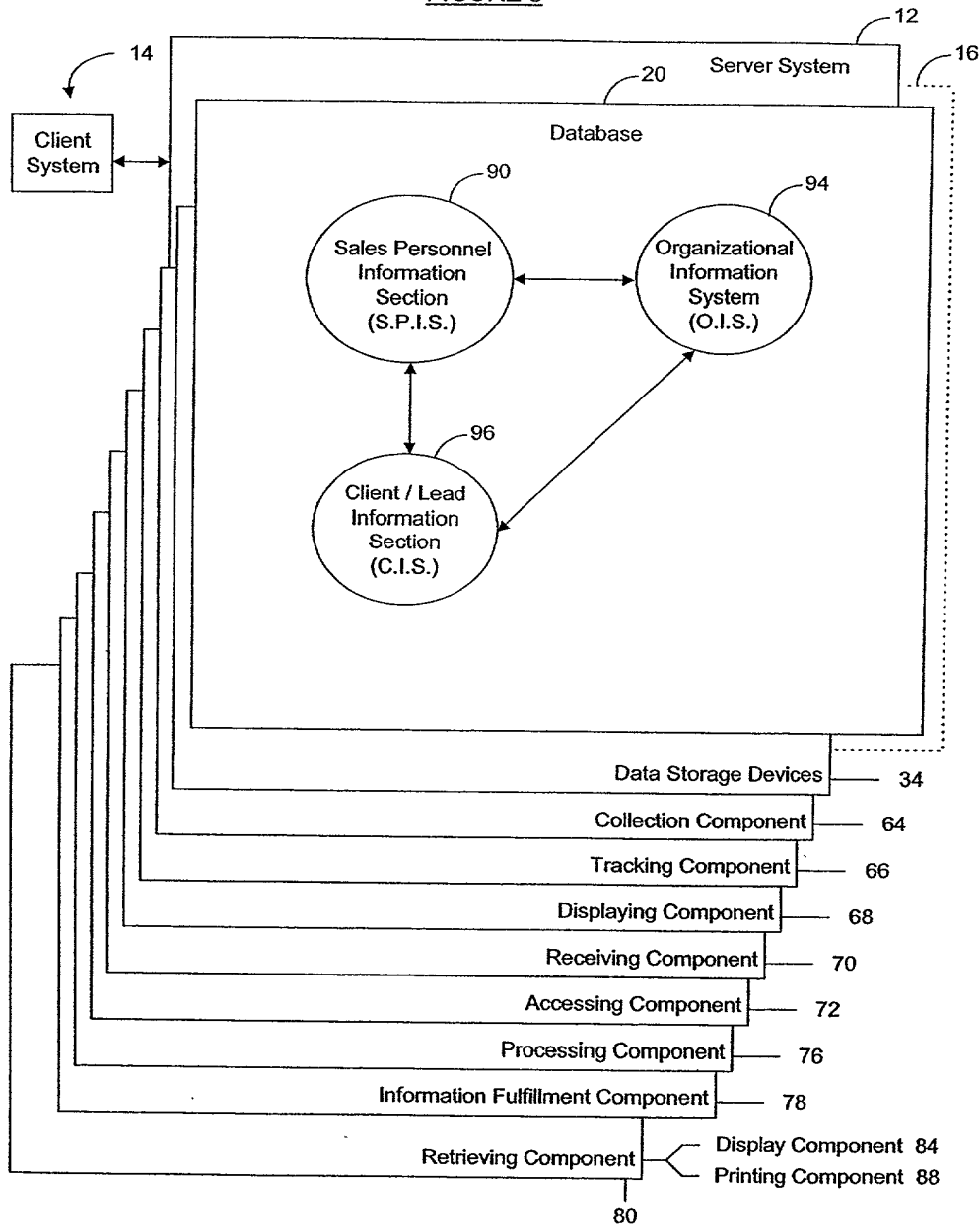


FIGURE 2

FIGURE 3



Microsoft Internet Explorer

Address: G:\Internet redesign\Projects\SalesTracker2\st\_aboutyou.htm

**bizproductivity™ Sales Tracker**

**Enrollment for Sales Tracker**

The Sales Tracker enrollment process is simple. Complete the following 5 step process and click Continue. Thank You for choosing Sales Tracker and we look forward to helping you improve your Sales Productivity.

**1. Information About You**

First Name: \*  112

Last Name: \*  114

Your Title: \*  116

Your Phone Number: \*  118

Your Email Address: \*  120

**Continue** 122

**FIGURE - 4** 110



Microsoft Internet Explorer - Sales Tracker Company Data

Address: G:\Internet redesign\Projects\SalesTracker2\st\_compdata.htm

**bizproductivity - Sales Tracker**

**2. Information About Your Company**

Company Name: \*

Address Line 1: \*

Address Line 2:

City: \*

State: \*


Zip Code: \*


[Continue](#)

**FIGURE - 5**

Sales Tracker License Information - Microsoft Internet Explorer

Address: G:\Internet redesign\Projects\SalesTracker2\st\_license.htm

 **bizproductivity - Sales Tracker**



### 3. License Information

Number of Sales Tracker Users: \*

Are you enrolling on behalf of your company or as an individual? \*

☐ Company ☐ Individual

Please click here to review the Terms of Use. \* 154

☐ I Accept -- I agree to abide by the Terms of Use and acknowledge that Sales Tracker requires use of the listed Minimum System Requirements. \* 156


☐ I Decline


[Continue](#) 158

FIGURE 6  
150

Sales Tracker Administrator - Microsoft Internet Explorer

Address: G:\Internet redesign\Projects\SalesTracker2\st\_admin.htm

 **bizproductivity - Sales Tracker**

 We Bring Good Things to Life

**4. Select Your Sales Tracker Administrator** (this person will be allowed to make changes)

Administrator First Name: \*

Administrator Last Name: \*

Administrator Email Address: \*

Administrator Phone Number: \*

170 ↑ FIGURE - 7

3 Sales Tracker Payment - Microsoft Internet Explorer

File Edit View Favorites Tools Help

File Edit View Favorites Tools Help

Address: G:\Internet redesign\Projects\Sales Tracker\2st\_payment.htm

**bizproductivity™ Sales Tracker**

**5. Payment Information**

Please enter the requested information for the credit card against which all License Fees, as indicated on the Fee Schedule, will be charged. The cost per user per month is only \$24.95.

Credit Card Type: \* ☐ Visa ☒ 194

Credit Card Number: \*  196

Credit Card Expiration Date (mm/yy): \*  198

If name on card and billing address are different from your name and your company's address:

Name On Credit Card  200

Credit Card Billing Address:

Billing Address 2:

City:  202

State:  AL ☒

Zip Code:

**Continue** 204 FIGURE 8 190

GE Software Defined OS Terms and Conditions Sales Tracker Terms and Conditions General Electric Company 2007

Microsoft Corporation

Sales Tracker Verify - Microsoft Internet Explorer

Address: G:\internet redesign\Projects\SalesTracker2\st\_verify.htm

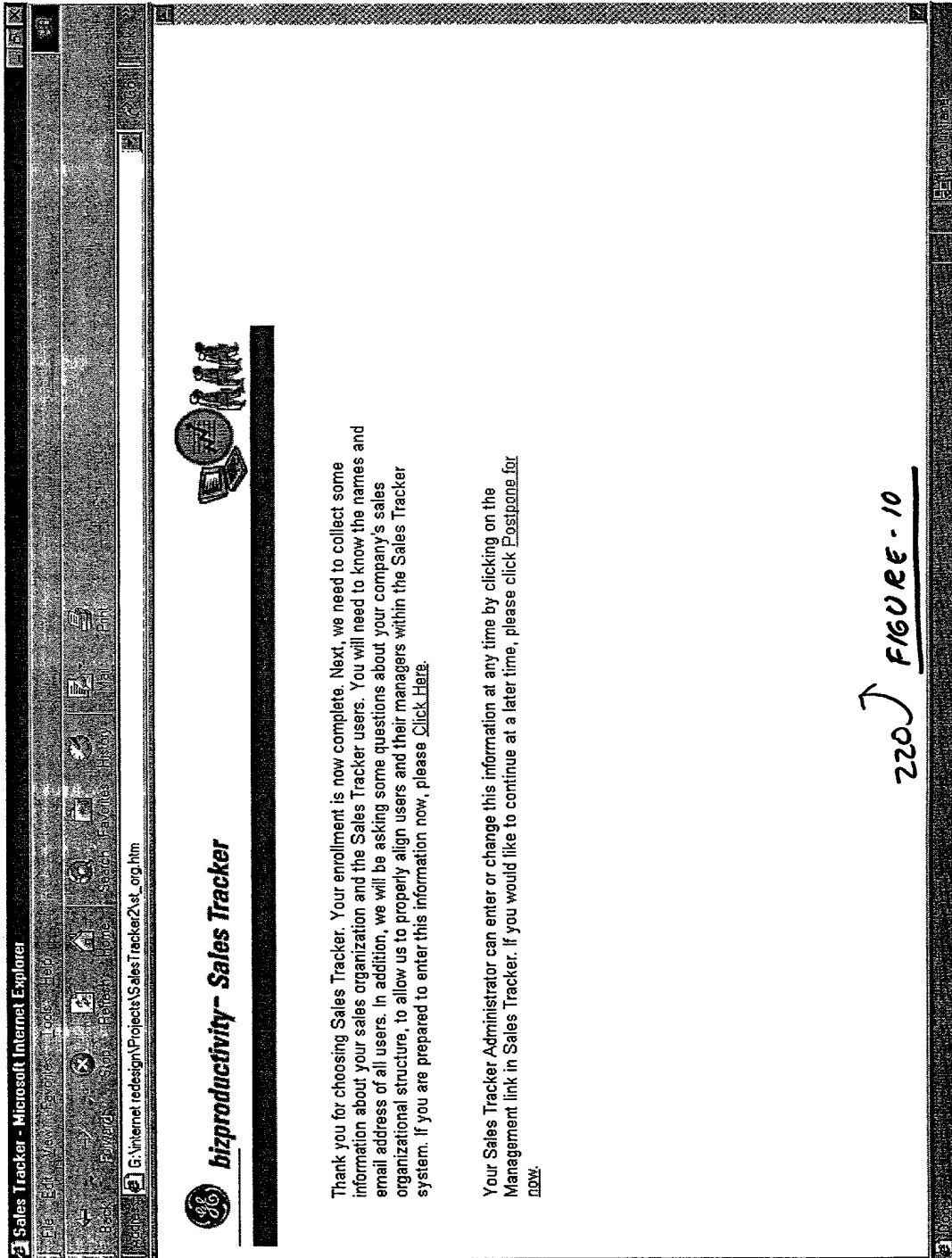
**bizproductivity™ Sales Tracker**

### Sales Tracker Verification

Please review the following information. If the information is correct, click on Continue. If you need to make any changes, select a page to return to and click on the Make Changes button. Do not use your browser's Back button to make changes as some of your information may be lost.

Your Name	\$st_name
Your Title	\$st_comp_name
Your Telephone Number	\$st_phone
Your Email Address	\$st_email
Company Name	\$st_comp
Address 1:	\$st_add1
Address 2:	\$st_add2
City:	\$st_city
State:	\$st_state
Zip Code:	\$st_zip
Number of Sales Tracker Users Enrolling As	\$st_num \$st_license


210 } FIGURE 9




220 } FIGURE - 10

Sales Tracker Organization - Microsoft Internet Explorer

Address: G:\Internet redesign\Projects\SalesTracker2\st\_og\_ter1.htm



**bizproductivity™ Sales Tracker**



### Sales Tracker Organization

In order to set up your Sales Tracker user accounts, we need to gather information about your sales organization. The diagram at the right describes the organization levels that Sales Tracker supports. Level 1 represents the manager of the territories (geographic or product-oriented, for example). Level 4 represents your sales representatives. Your organization may have less than four levels. Sales Tracker is designed to work effectively for all organizations, whether you are a single sales person or a four level sales organization. The diagram at the right will guide you through this set up process. Please follow the instructions carefully.

We will now gather information about Levels 1 and 2.

**Enter your Level 1 user's name and email address**

First Name \*

\$st\_level1\_firstname

232

Last Name \*

\$st\_level1\_lastname

234

Email Address \*

\$st\_level1\_email

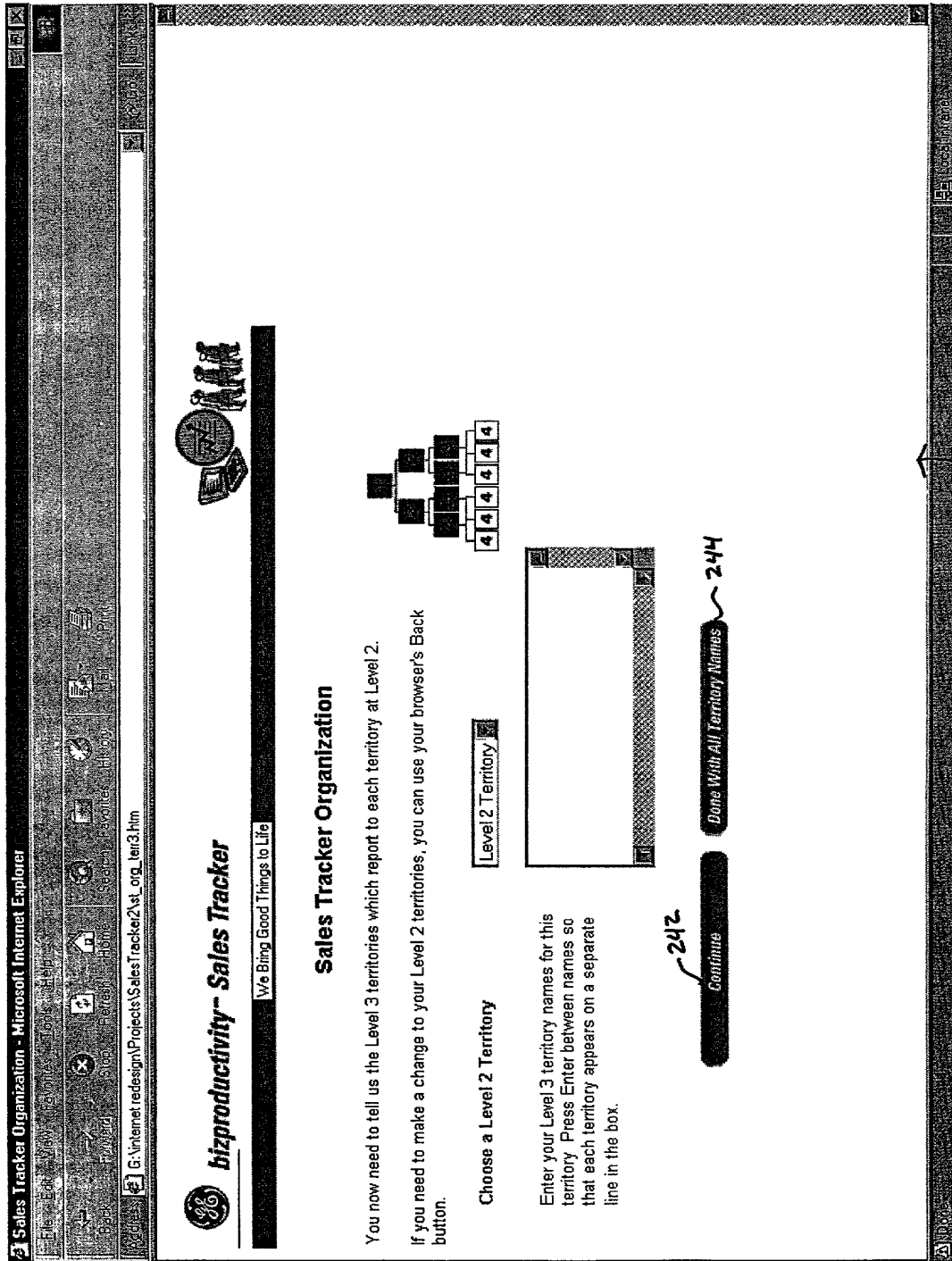
236

If your sales organization only has two levels (a manager and the sales representatives), [click here](#)

If your sales organization only has three levels, complete the Level 2 territory information below and then press Done with Territories.

FIGURE - 11

230







Sales Tracker Organization - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address bar: G:\Internet redesign\Projects\SalesTracker2\st\_org\_users.htm

Back Forward Stop Home Search Favorites History View Print

**bizproductivity - Sales Tracker**



### Sales Tracker Organization

You now need to tell us the names and email addresses of all of your users (below Level 1). Please enter this information for the first 10 users.

User Name  
First \*

252

Last \*

254

Email Address \*

256

Level / Territory\*

Atlanta (3)

Atlanta (3)

Atlanta (3)

Atlanta (3)

Atlanta (3)

Atlanta (3)

Atlanta (3)

Atlanta (3)

Atlanta (3)

Atlanta (3)

Enter More Users

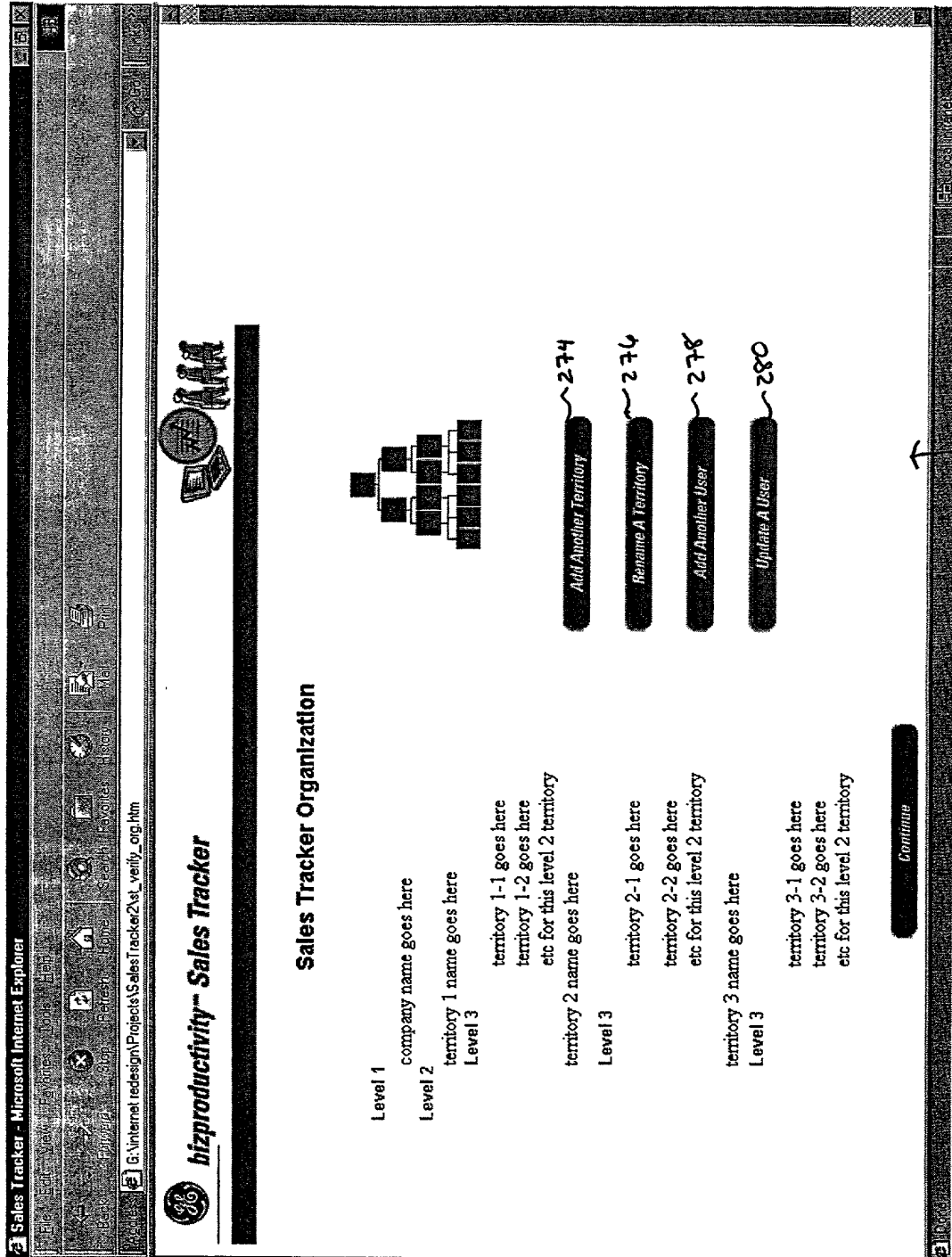
Done With All Users

File Edit View Favorites Tools Help

Address bar: G:\Internet redesign\Projects\SalesTracker2\st\_org\_users.htm

Back Forward Stop Home Search Favorites History View Print

FIGURE - 13 259



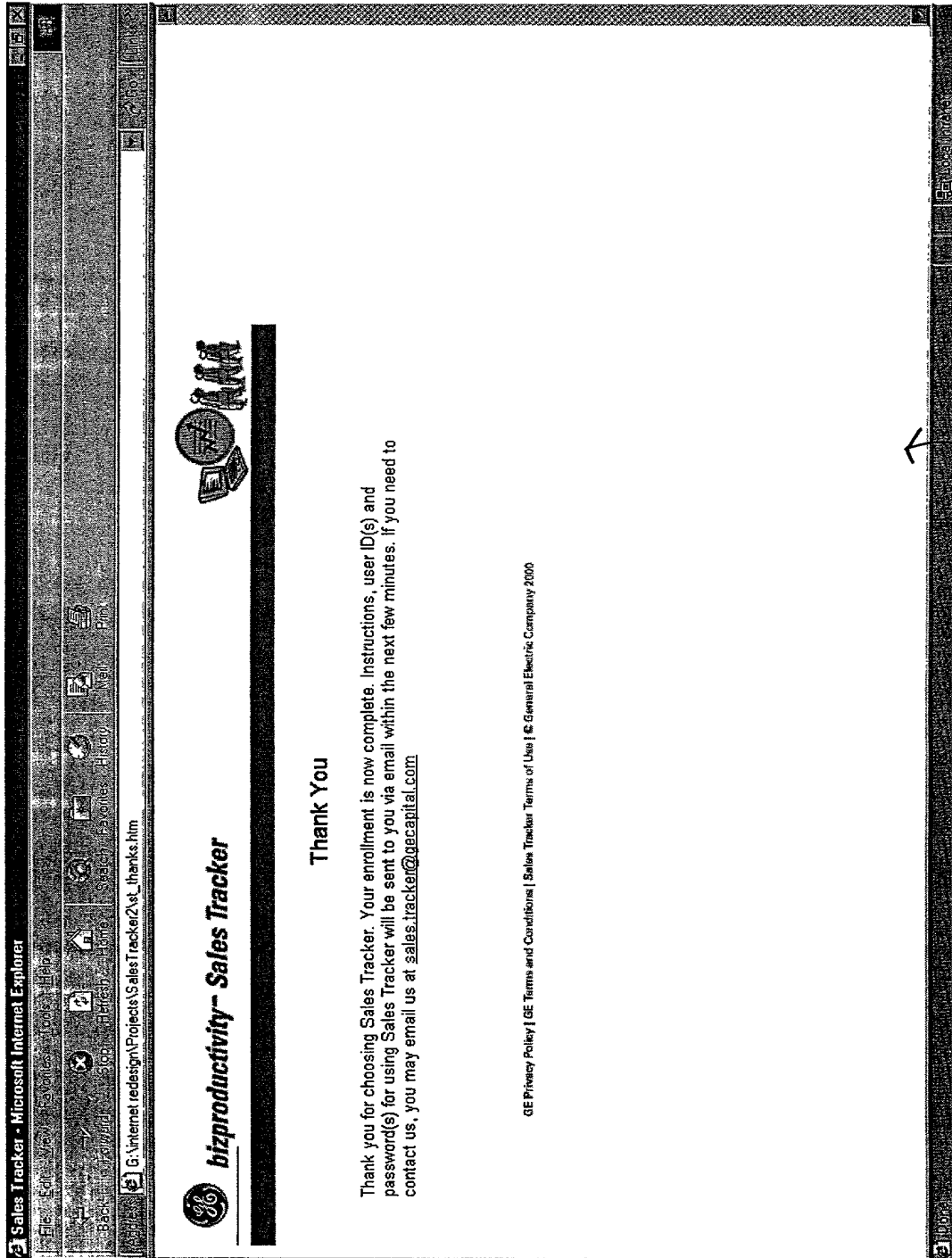


FIGURE-15 290

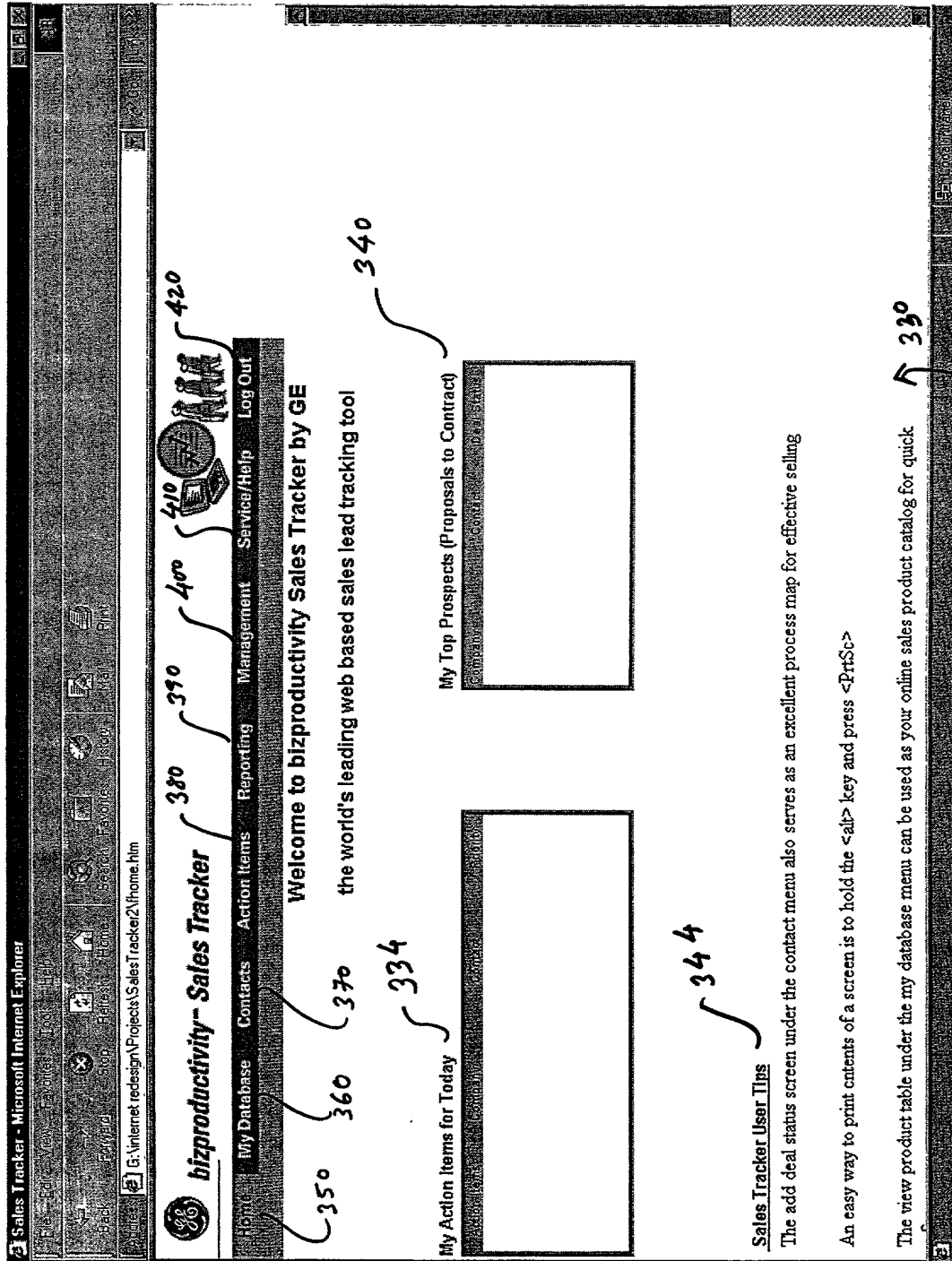


FIGURE - 16

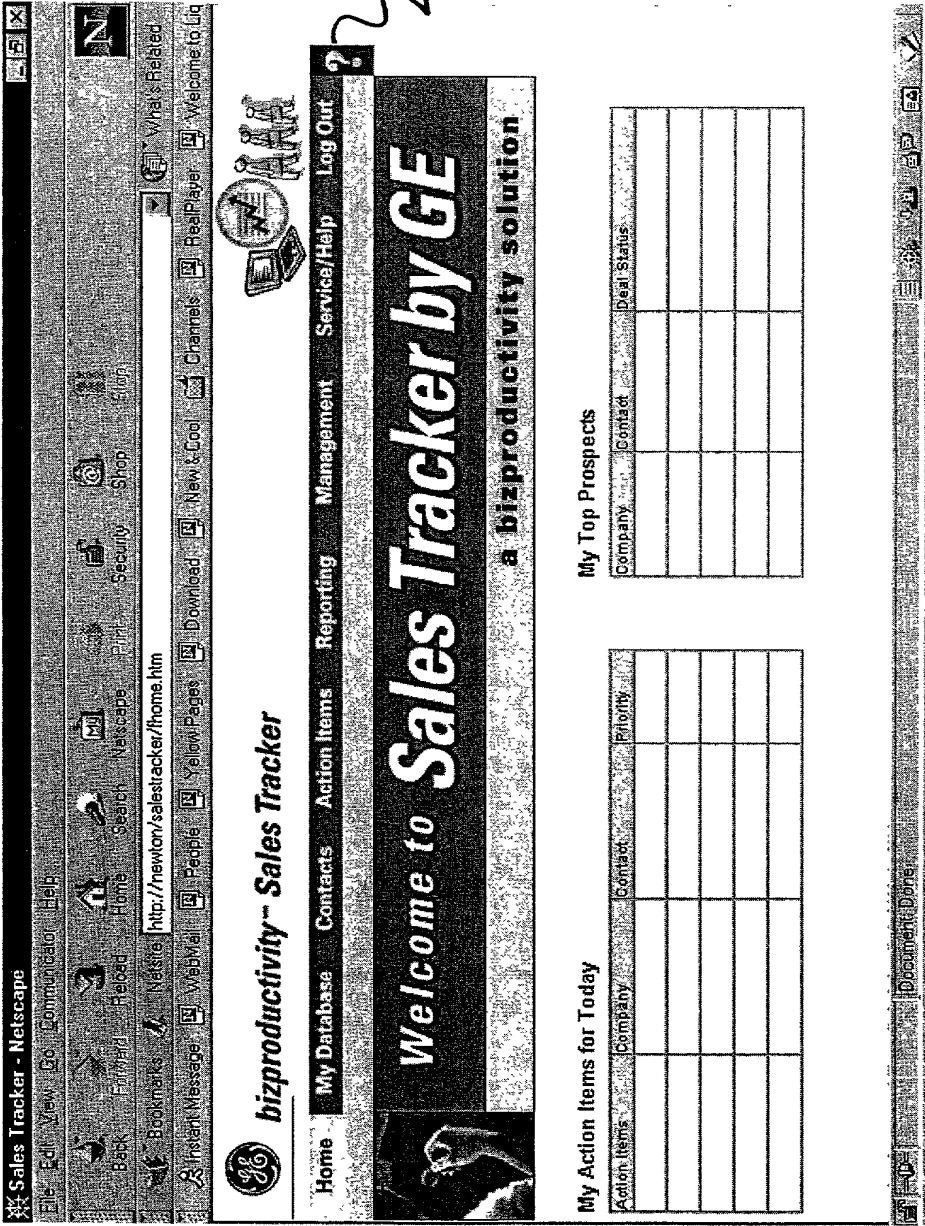


FIGURE - 17 430



FIGURE-18

FIGURE - 19

FIGURE - 19.

FIGURE-20



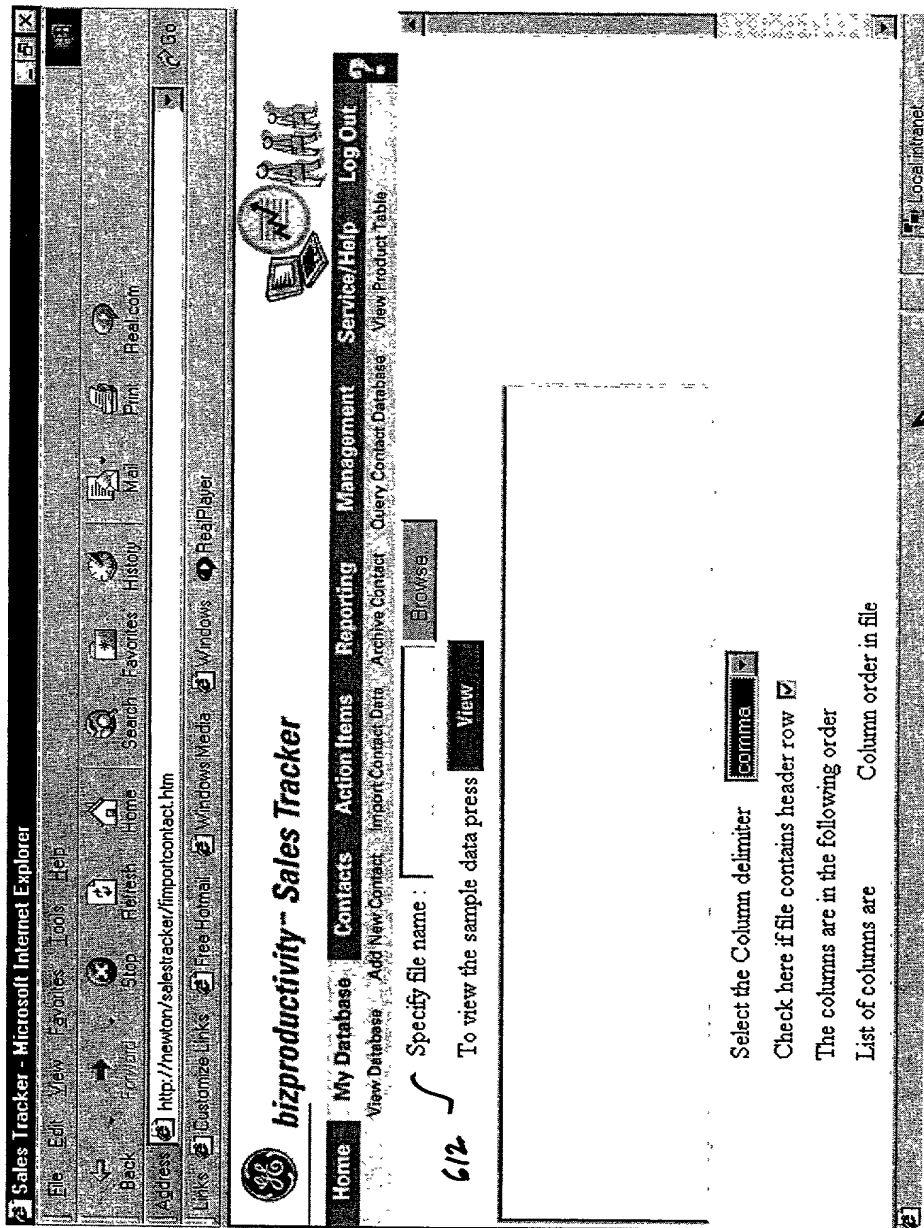


FIGURE - 21

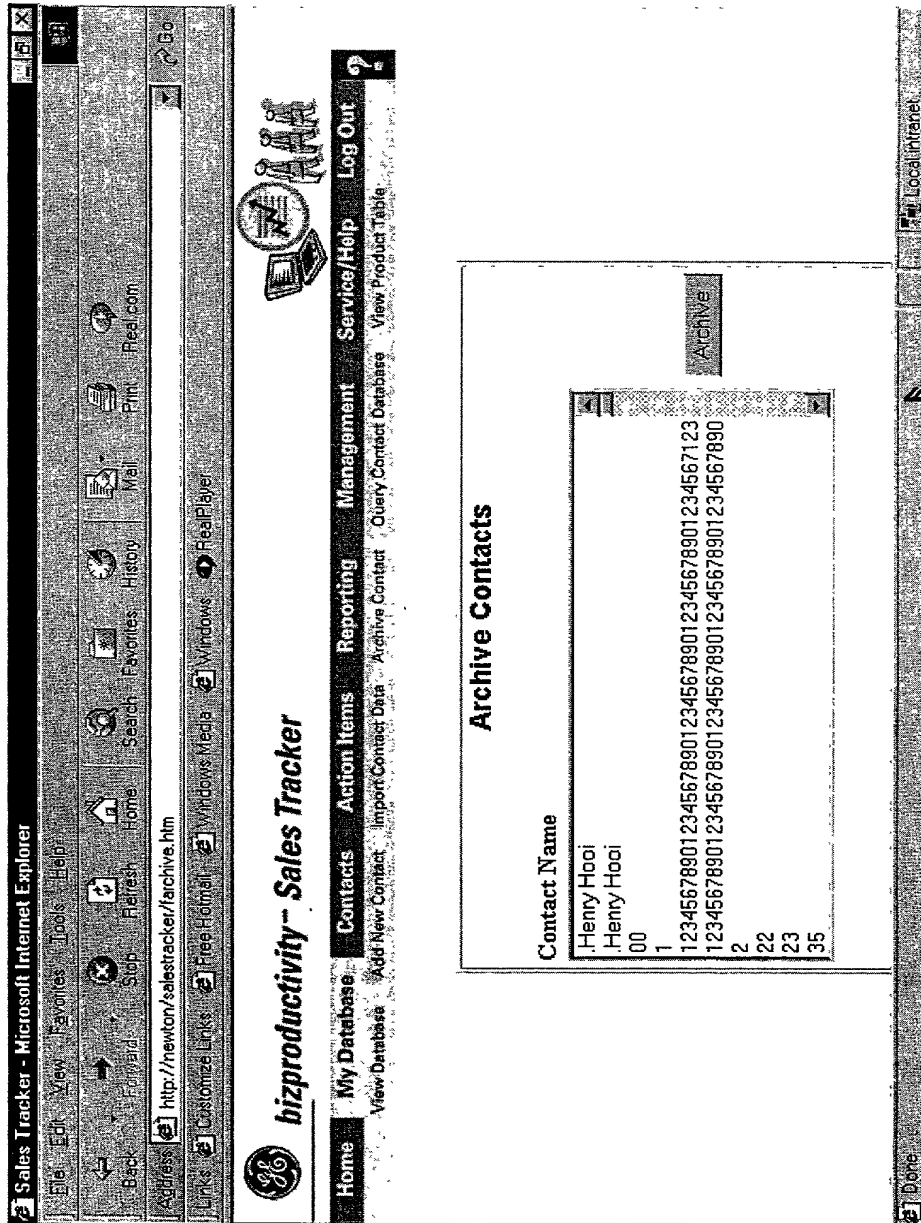


FIGURE - 22

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com

Address: http://newton/salestracker/queriescdb.htm

Links: Customized Links Free Home Windows Media Windows Real Player

**bizproductivity™ Sales Tracker**

Home My Database Contacts Action Items Reporting Management Services/Help Log Out

View Database Add New Contact Import Contact Data Archive Contact Query Contact Database View Product Table

### Query Contact Database

Company Name

Contact Name

Phone

Sales Person  Show All

Last Update From  Last Update To

Deal Status  Show All

Show all Leads ☐

GO

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Local intranet

626

FIGURE 23

FIGURE - 24

770

FIGURE 25

FIGURE 26 obt

FIGURE 26

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail File

Address: G:\Internet redesign\Projects\Sales Tracker\2\addoct.htm

## bizproductivity - Sales Tracker

Home My Database Contact Action Items Reporting Management Service/Help Log Out

**Contact Name: \***

Title:

Company Name: \*

Address 1:

Address 2:

City:

State:

Phone Number: \*

Facsimile Number:

Email Address:

**Some Contact Name.**

Deal Status:

Deal Amount:

Probability Of Sale:

Expected Close Date:

Open Action Items:

Promotion Code:

Contact Source:

Line of Business:

Employee:

Sales Volume:

**New Lead**

Promotion Code

Contact Source

**Action:**

Requested Date:

Priority:

Completed

Completion Date:

**Call Back**

High

824

820

822

826

814

Action #:

FIGURE - 27 810

FIGURE-28



Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print

Address: G:\Internet redesign\Projects\SalesTracker2\addprod.htm

**bizproductivity™ Sales Tracker**

Home My Database Contact Action Items Reporting Management Service/Help Log Out

**Contact Name: \***

Title:

Company Name: \*

Address 1:

Address 2:

City:

State:  AL Zip:

Phone Number: \*

Facsimile Number:

Email Address:

**Deal Status:**

**Deal Amount:**

**Probability Of Sale:**

**Expected Close Date:**

**Open Action Items:**

**Promotion Code:**

**Contact Source:**

**Line of Business:**

**Employees:**

**Sales Volume:**

**Product List:**

**Model List:**

☐ Click here to delete product for this contact

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FIGURE - 29 960

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print

Address: G:\internet redesign\Project\SalesTracker2\hist.htm

**bizproductivity™ Sales Tracker**

Home My Database Contacts Action Items Reporting Management Services/Help Log Out

Contact Name: \*  
 Title:  
 Company Name: \*  
 Address 1:  
 Address 2:  
 City:  
 State:  
 Phone Number: \*  
 Facsimile Number:  
 Email Address:

Some Contact Name.  
 AL Zip:

Deal Status:  
 Deal Amount:  
 Probability Of Sale:  
 Expected Close Date:  
 Open Action Items:  
 Promotion Code:  
 Contact Source:  
 Line of Business:  
 Employees:  
 Sales Volume:

New Lead  
 Promotion Code  
 Contact Source

882  
 884  
 886  
 880

FIGURE-30

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com

Address: Q:\Projects\SalesTracker\2\status.htm

Links: Customize Links Free Hotmail Windows Media Windows RealPlayer

**bizproductivity™ Sales Tracker**

**Home** **My Database** **Contacts** **Action Items** **Reporting** **Management** **Services/Help** **Log Out**

**View Notes** **Add Notes** **View Action Items** **Add Action Items** **View Products** **Add Products** **View Deal History** **Change Deal Status** **Add New Contact**

**Some Contact Name.**

**Contact Name: \***

**Title:**

**Company Name: \***

**Address 1:**

**Address 2:**

**City:**

**State:** AL **Zip:**

**Phone Number: \***

**Facsimile Number:**

**Email Address:**

**Deal Status:**

**Deal Amount:**

**Probability Of Sale:**

**Expected Close Date:**

**Open Action Items:**

**Promotion Code:**

**Contact Source:**

**Line of Business:**

**Employees:**

**Sales Volume:**

**New Lead** **Attempt Contact** **Qualified Lead** **Proposal Sent** **Proposal Accepted** **Contract** **Closed Sale**

**Not Qualified** **Loss: Proposal Rejected** **Loss: Terms rejected by buyer**

Local intranet

FIGURE - 31

Microsoft Internet Explorer - Sales Tracker

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print

Address: G:\Internet\redesign\Projects\SalesTracker\2\AddContacts2.htm

## bizproductivity™ Sales Tracker

Home My Database Contacts Action Items Reporting Management Service/Help Log Out

My Database: Add New Add Existing New Products Add Products Add Existing New Products Add Products Add Existing

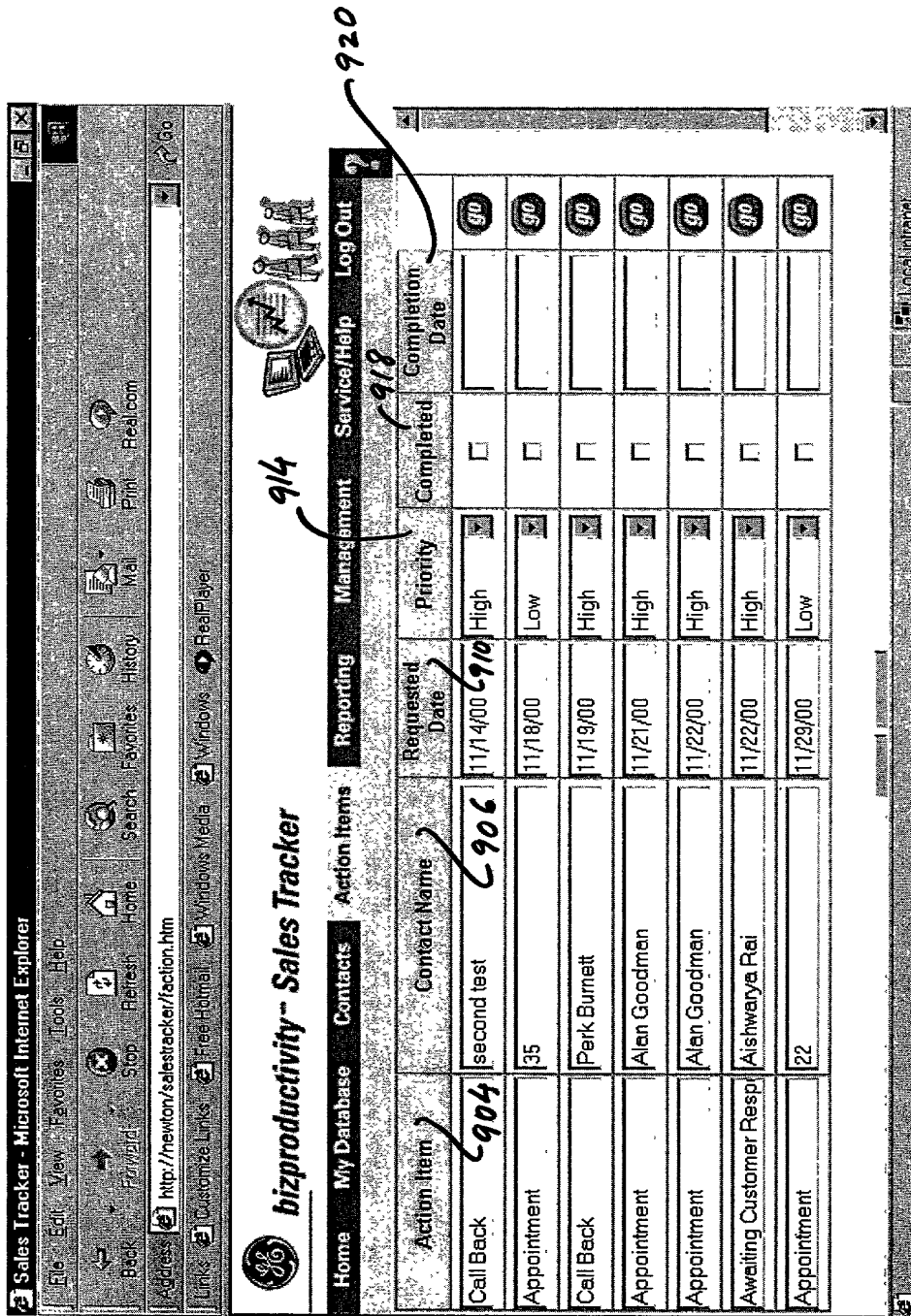
Contact Name: * Title: Company Name: * Address 1: Address 2: City: State: Phone Number: * Facsimile Number: Email Address:	Deal Status: Deal Amount: Probability Of Sale: Expected Close Date: Open Action Items: Promotion Code: Contact Source: Line of Business: Employees: Sales Volume:	New Lead Promotion Code Contact Source
---	--	--

AL Zip:

FIGURE - 32

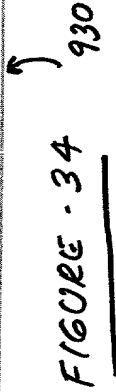
890

896



900

FIGURE - 33



Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Realcom

Address http://newlon/salestracker/icontactrep.htm

Links Customized Links Free Home Windows Media Windows RealPlayer

**bizproductivity™ Sales Tracker**

Home My Database Contacts Action Items Reporting Management Service/Help Log Out

Descriptions Contacts Action Items Activity Sales Funnel Sales Forecast Won & Lost Deals Products Export Contact Data

Deal Status

<All>

Company Name

Contact Name

Sales Persons

<All>

Source Contact

<All>

Sorting By

☐ Deal Status  
☐ Company Name  
☐ Contact Name

Sorting Order

☒ Ascending ☐ Descending

Done Local intranet

FIGURE 35 964

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com

Address: http://newton/salestracker/factionitemrep.htm

Links Customize Links Free Home Windows Media Windows RealPlayer

**bizproductivity™ Sales Tracker**

Home My Database Contacts Action Items Reporting Management Service/Help Log Out

Descriptions: Contacts Action Items Activity Sales Funnel Sales Forecast Won & Lost Deals Products Export Contact Data

### Action Item Report

Action Item	<All>
Due Date Range *	From: 10/02/2000 To: 12/02/2000
Priority	<All>
Completion	<All>
Sorting By	<input checked="" type="checkbox"/> Actions <input type="checkbox"/> Date <input type="checkbox"/> Priority <input type="checkbox"/> Completion
Sorting Order	<input checked="" type="radio"/> Ascending <input type="radio"/> Descending

go

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Done Local Internet

FIGURE - 36

968



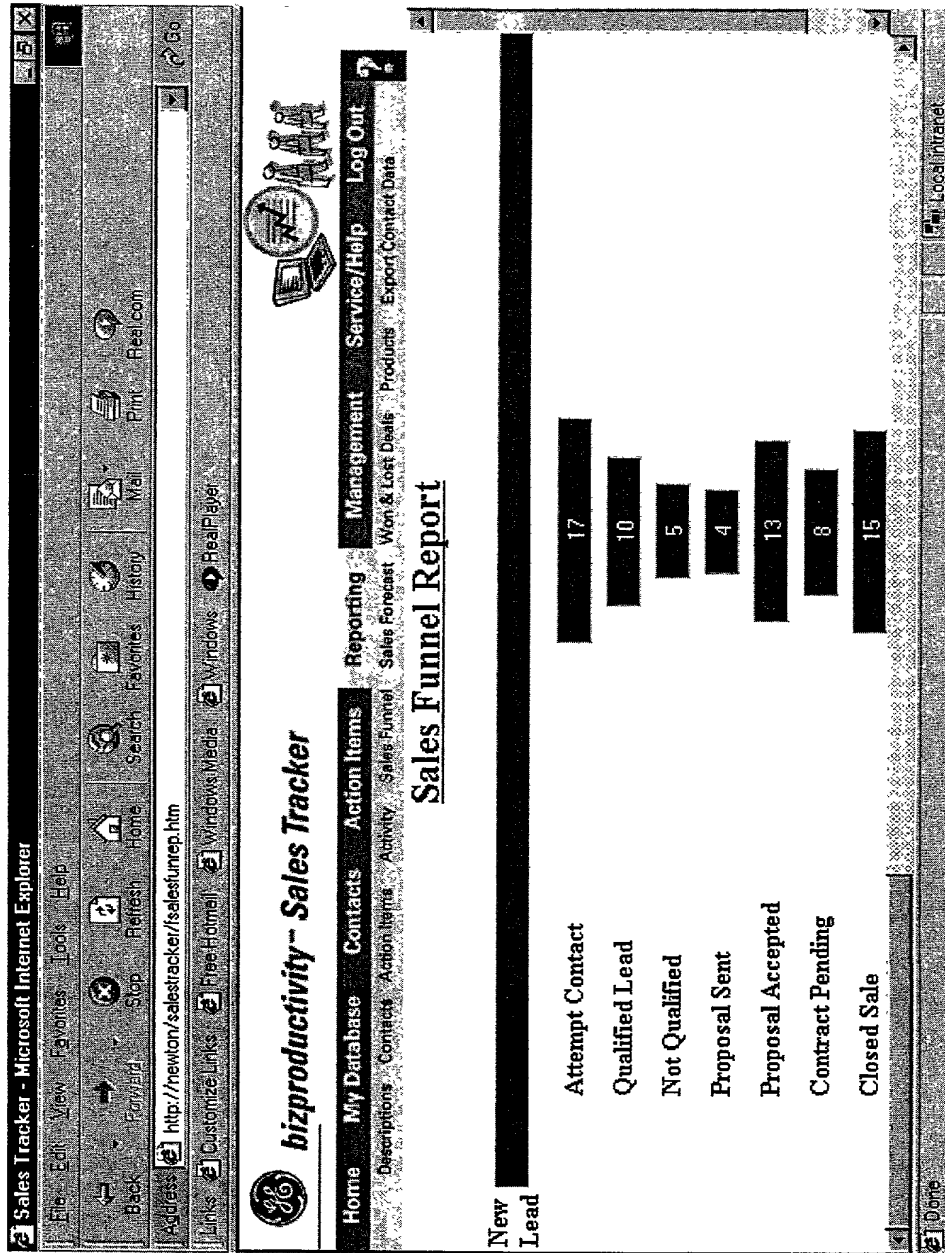


FIGURE - 37

972

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print RealIcon

Address http://newton/salestracker/salesforecrep.htm

Links Customized Links Free Home Windows Media Windows RealPlayer

**bizproductivity™ Sales Tracker**

Home My Database Contacts Action Items Reporting Management Service/Help Log Out

Descriptions Contacts Action Items Activity Sales Forecast Won & Lost Deals Products Export Contact Data

### Sales Forecast

☐ Weekly Select Month Jan

☐ Monthly From Month Jan To Month Jan

Select Sales Level <All> go

Local intranet

976

FIGURE - 38

**Sales Tracker - Microsoft Internet Explorer**

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com

Address http://newton/salestracker/wnloststep.htm

Links Customize Links Free Home Windows Media Windows RealPlayer

**bizproductivity - Sales Tracker**

Home My Database Contacts Action Items Reporting Management Service/Help Log Out ?

Discipline Contacts Action Items Activity Sales Funnel Sales Forecast Won & Lost Deals Products Export Contact Data

From Date To Date

**WON DEALS**

Contact Name	Company Name	Deal Amount	Expected Close Date

**LOST DEALS**

Reason :	Contact Name	Company Name	Deal Amount	Expected Close Date

Local Internet

FIGURE - 39

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Realcom

Address http://newton/salestracker/productsrep.htm

Links Customized Links Free HTML Windows Media Windows RealPlayer

**bizproductivity™ Sales Tracker**

Home My Database Contacts Action Items Reporting Management Service/Help Log Out

Descriptions Contacts Action Items Activity Sales Funnel Sales Forecast Won & Lost Deals Products Export Contact Data

### Products Report

Product	Model	Description	Price Per Unit
Honda Accord	SX200	Honda Accord 2001	20,000.00
Omega Watch	OM2301e	Omega Watches 2000 Model	2,000.00
Widgets	Omega	Omega Widgets product	10.09

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Local intranet

982

FIGURE - 40

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com

Address: <http://newton/salestracker/repcontexp.htm>

Links: [Customize Links](#) [Free Homeat](#) [Windows Media](#) [Real Player](#)

**bizproductivity - Sales Tracker**

Home My Database Contacts Action Items Reporting Management Service/Help Log Out

Descriptions: [Contacts](#) [Action Items](#) [Activity](#) [Sales Pipeline](#) [Sales Forecast](#) [Won & Lost Deals](#) [Products](#) [Export Contact Data](#)

### Export Contacts Report

☐ Add header to export file

Deal Status ☐ <All>

Company Name ☐ \_\_\_\_\_

Contact Name ☐ \_\_\_\_\_

Sales Persons ☐ <All>

Source Contact ☐ <All>

Sorting By ☐ Deal Status ☐ Company Name ☐ Contact Name

Sorting Order ☒ Ascending ☐ Descending

Local Internet

FIGURE 41

986

Microsoft Internet Explorer  
 File Edit View Favorites Tools Help  
 Address: G:\Internet redesign\Projects\SalesTracker2\Management.htm

## bizproductivity- Sales Tracker

Home My Database Contacts Action Items Reporting Management Service/Help Log Out

998 1000 1002 994 1004 1010

Add/Update Users

To add a user, highlight <Add User> in the list below. Then fill in the first and last names and the email address of the new user. Finally, select the territory and level that the user belongs to. Press Go when you are done.

To update a user, highlight the user in the list below. The page will redisplay with the user's information. Change the items as necessary. Press Go when you are done.

User Name:

First Name:

Last Name:

Email Address:

☐ Click here to deactivate this user. Deactivated users do not show in the user list.

1070 1054 1056 1060 1064 1090

990

FIGURE 42

GE "Call Center" 605.666.6666

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Real Conn

Address: http://newton/salestracker/fincomp.htm

Links: Customized Links Free HTML Windows Media Windows RealPlayer

**bizproductivity™ Sales Tracker**

Home My Database Contacts Action Items Reporting Management Service/Help Log Out ?

Change Company Profile Change Payment Information Change Organization Update Users Change Administrator Update Product Table

### Change Company Information

Company Name: GECCD

Address Line 1: 6640, Powers Ferry Road

Address Line 2: Marietta

City: Atlanta

State: GA

Zip Code: 30067

GO

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Done Local intranet

Figure - 43

1080

bizproductivity™ Sales Tracker

Home My Database Contacts Action Items Reporting Management Service/Help Log Out

Change Payment Information

Based on the payment information you had entered, all License Fees, as indicated on the Fee Schedule, would be charged. The cost per user per month is only \$24.95.

Credit Card Type: \*

Credit Card Number: \*

Credit Card ExpirationDate (mm/yy): \*

If the name and billing address on the card are different from your name and company's address, please enter them:

Name On Credit Card

Credit Card Billing Address:

Billing Address 2:

City:

State:

Zip Code:

1090  
FIGURE - 44



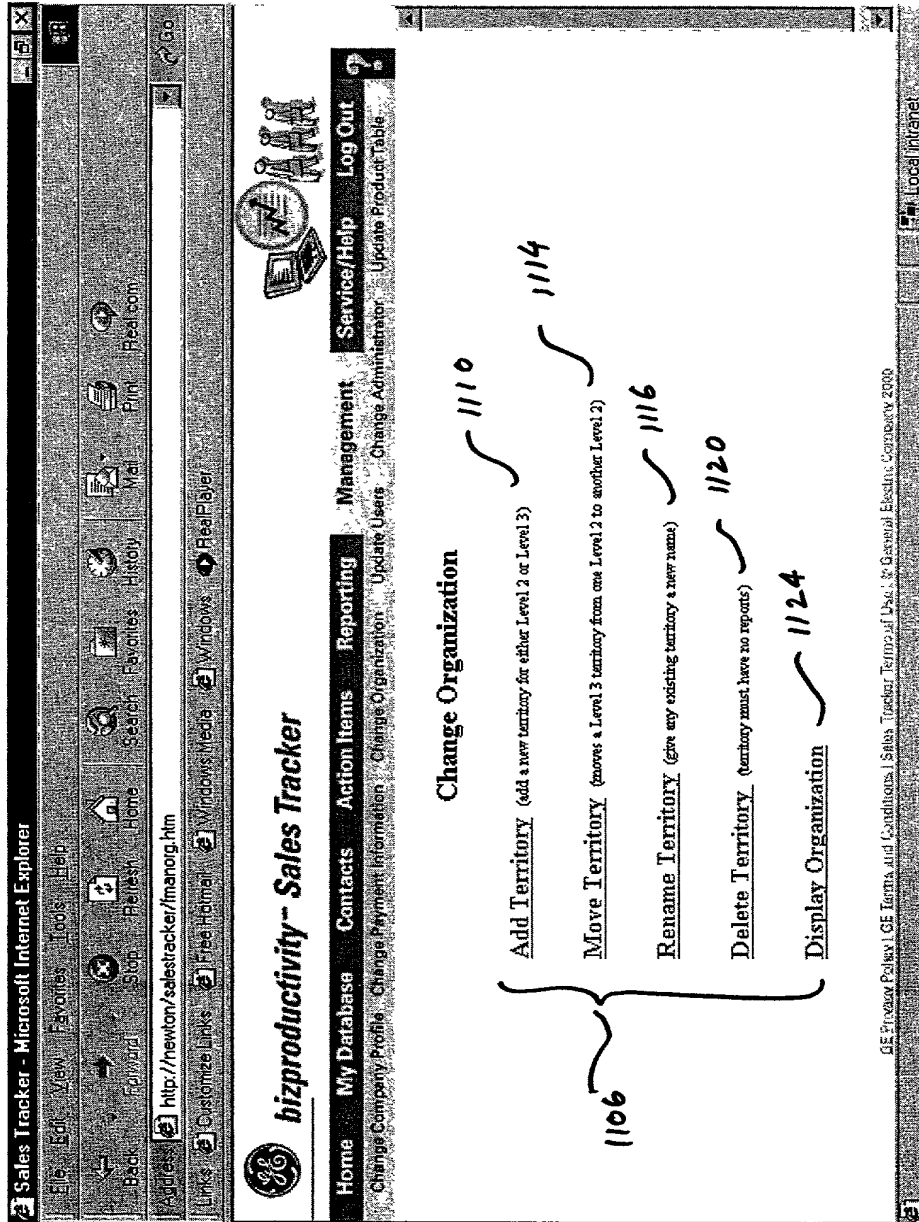


FIGURE 45 1100

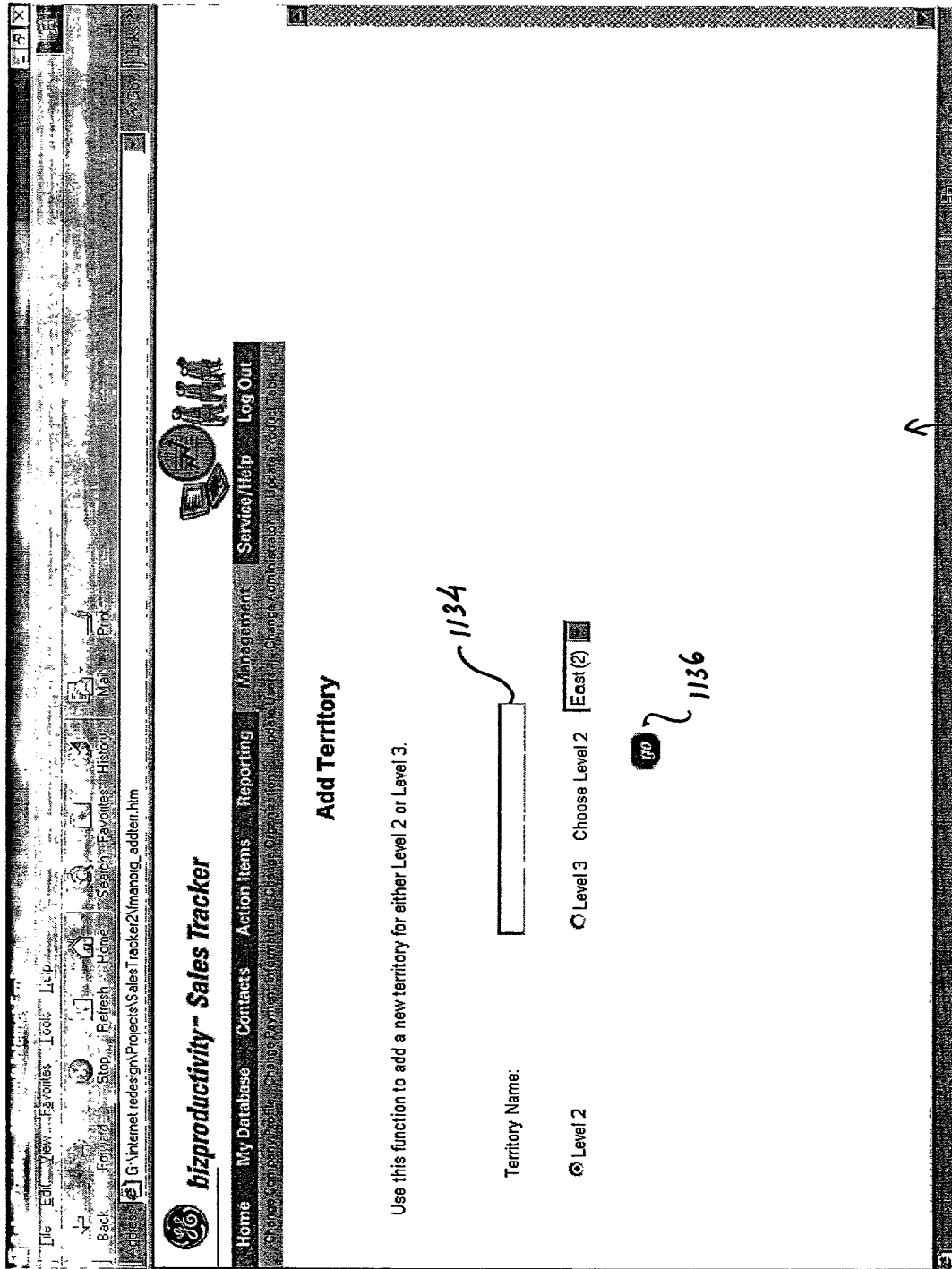
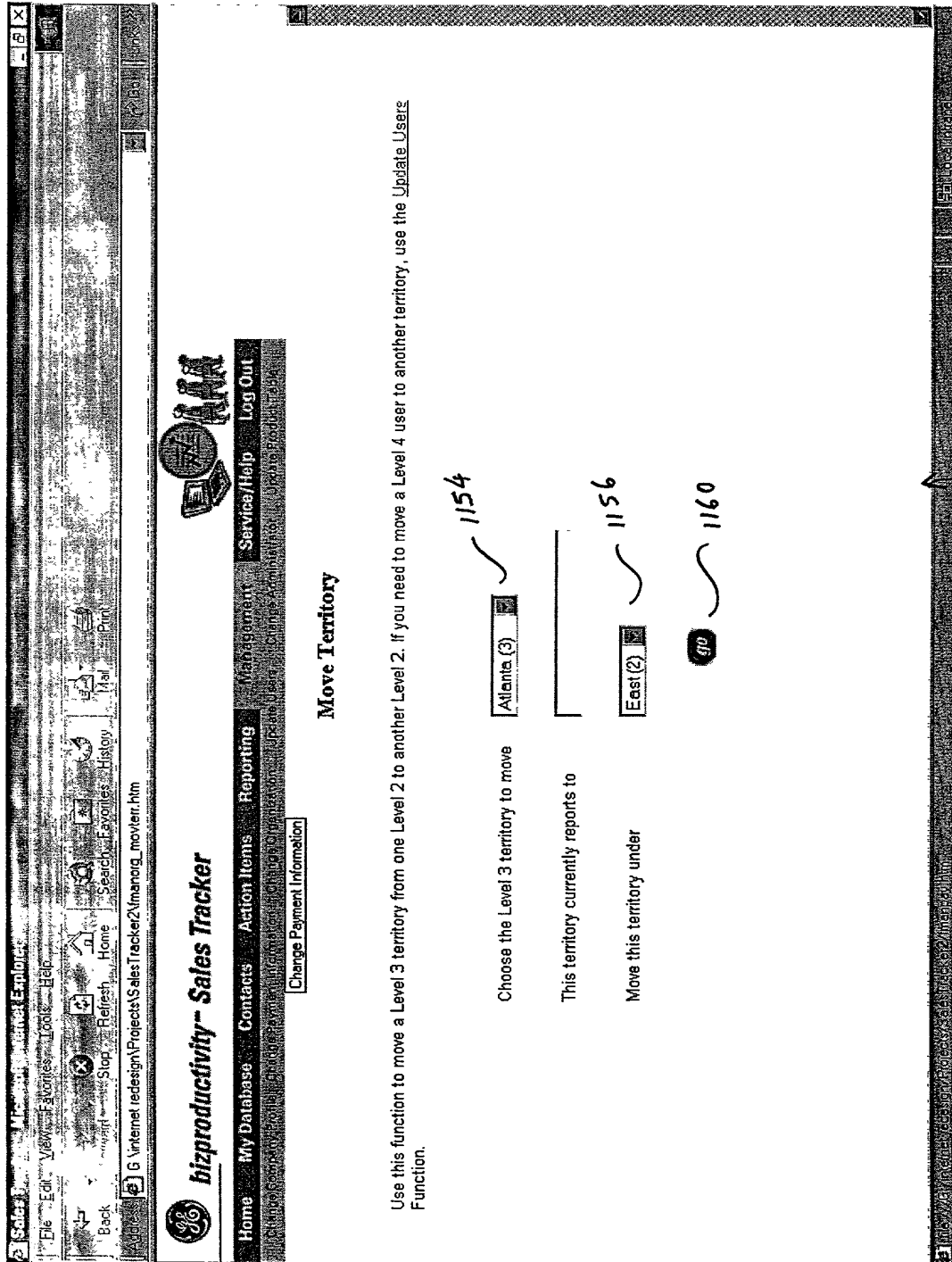
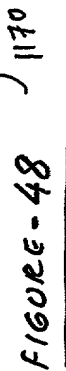


FIGURE - 46 1130





File Edit View Favorites Tools Help

Address G:\Internet redesign\Projects\Sales Tracker2\lmanog\_dell.htm

Home My Database Contacts Action Items Reporting Management Service/Help Log Out

**bizproductivity-- Sales Tracker**

### Delete Territory

Use this function to delete a territory. The territory to be deleted must have no users reporting to it. That is for a Level 3 territory to be deleted it cannot have any level four users reporting to that territory. (Use the Update Users function to move users out of this territory.)

For Level 2 territory to be deleted it can not have any Level 3 users reporting to it. (Delete the Level 3 territories first or move the Level 3 territories to another Level 2 territory using the Move Territory function)

If the Territory has no users reporting to it, select the territory name and press the Go Button.

Choose a Territory

Atlanta (3) 1194

1196

1190

FIGURE-49

Sales Tracker - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com

Address http://newton/salestracker/manager.htm

Links Customize Links Free Hotmail Windows Media Windows RealPlayer

**bizproductivity™ Sales Tracker**

Home My Database Contacts Action Items Reporting Management Services/Help Log Out ?

Change Company Profile Change Payment Information Change Organization Update Users Change Administrator Update Product Table

### Change Administrator

Administrator First Name: \*

Administrator Last Name: \*

Administrator Email Address: \*

Administrator First Name: \*

Administrator Last Name: \*

Administrator Email Address: \*

go

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Done Local intranet

*Handwritten annotations:*

- A bracket groups the first three fields (Cline, Blina, blina@ge.com) with the number 1204 written above it.
- A bracket groups the last three fields (Louisa May, Alcott, lm.alcott@test1.com) with the number 1200 written above it.

FIGURE 50

51/56

Microsoft Internet Explorer

Address: G:\Internet redesign\Projects\SalesTracker2\Mainprod.htm

**bizproductivity™ Sales Tracker**

Home My Database Contacts Action Items Reporting Management Service/Help Log Out

### Add/Update Product Table

To add a product, highlight <Add Product> in the list below. Then fill in the Product, Model, Description and Price Per Unit and press GO when you are done.

To Update a product, highlight the product in the list below. The page will redisplay with the product information. Change the items as necessary. Press GO when you are done.

Product Name: \*  <Add Product>

Product: \*

Model: \*

Description: \*

☐ Click here to delete this product. Deleted products do not show in the product table.

1230 1220 1210

**FIGURE - 51**


Sales Tracker Demo - Microsoft Internet Explorer


File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Real.com

Address [http://newtort/salestracker/et\\_contactUs.jsp?origine=service.htm](http://newtort/salestracker/et_contactUs.jsp?origine=service.htm)

Links Customize Links Free HTML Windows Media Windows RealPlayer

 **bizproductivity™ Sales Tracker**



Use the form below to contact us with any comments or questions you have.

An asterisk ( \* ) next to a data field indicates that you must provide us with the information in order to correctly process your request.


First Name:  \*

Last Name:  \*

Company:

Address:

City:

State:  AL 

Zip Code:

Phone Number:

Email:  \*

Done Local intranet

1250

FIGURE 52



**Sales Tracker - Microsoft Internet Explorer**

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Realcom

Address <http://newton/salestracker/service.htm>

Links Customized Links Free HTML Windows Media Windows RealPlayer

**bizproductivity - Sales Tracker**

Home My Database Contacts Action Items Reporting Management Service/Help Log Out ?

Contact Us FAQs Pricing Terms of Use Online Tutorial

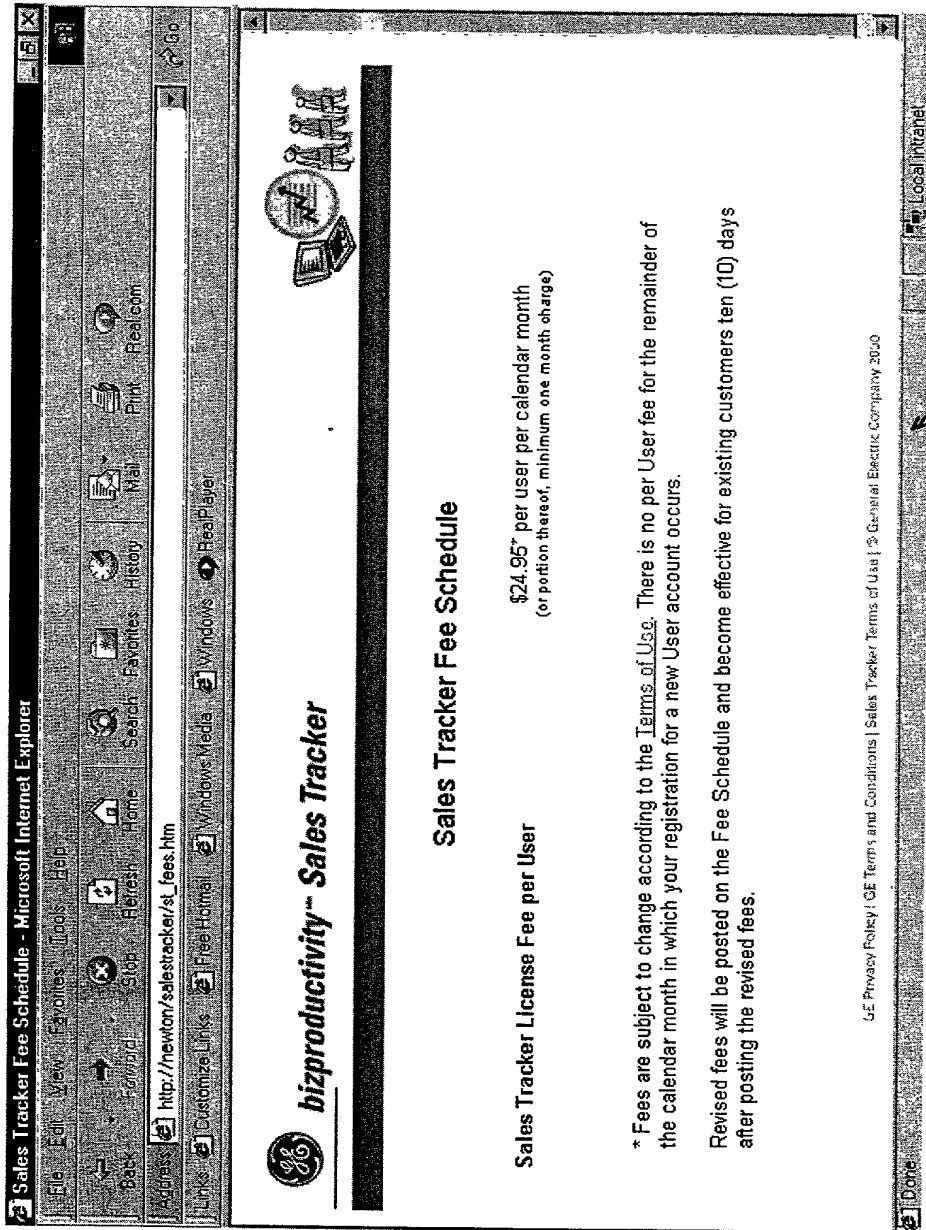
**FAQS**

**FREQUENTLY ASKED QUESTIONS**

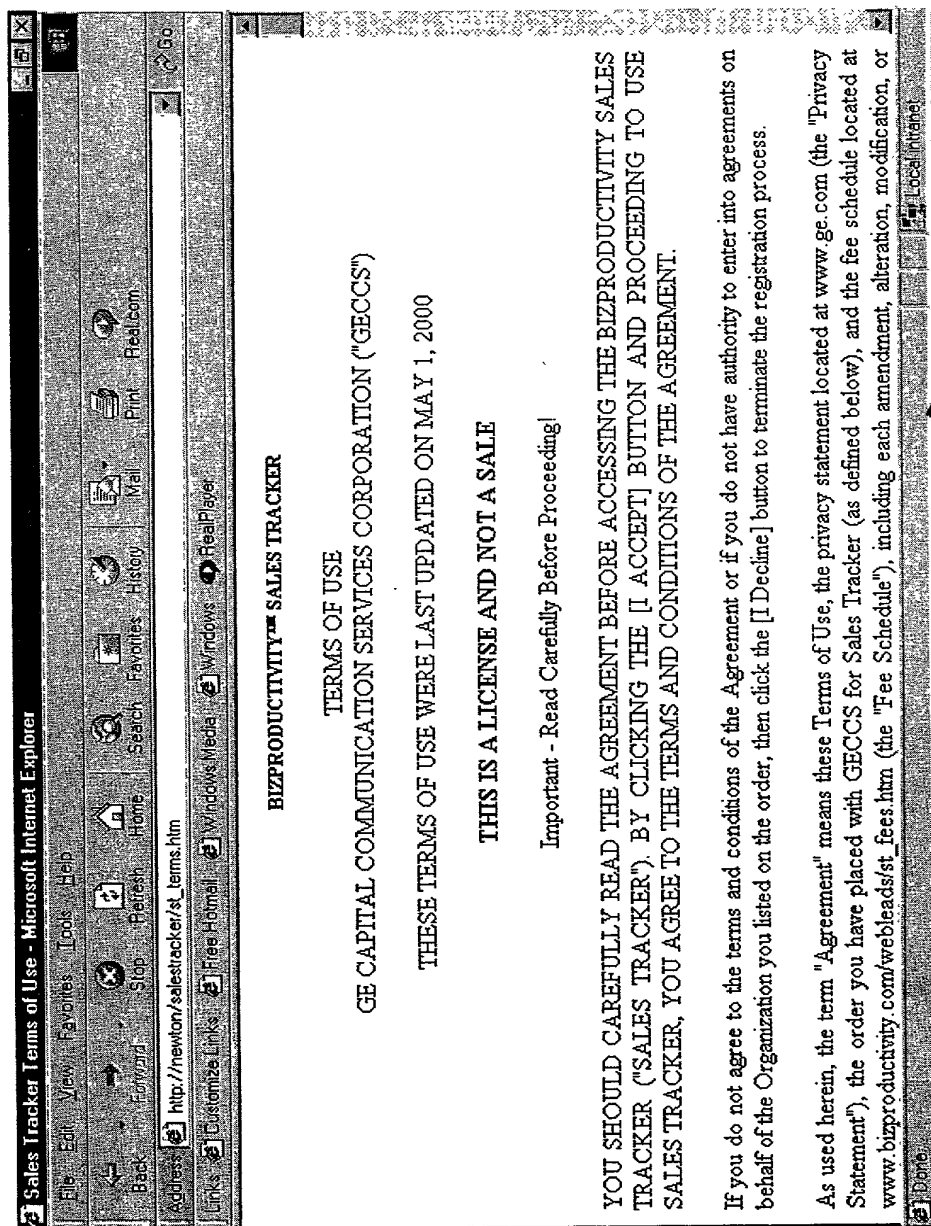
1. How do I import data from my current application into Sales Tracker?  
Sales Tracker has a built-in import wizard to guide you through the process of importing your existing sales data. Data can be exported in standard file formats, such as CSV (Comma Separated Values), and easily loaded into Sales Tracker.
2. Can I make additions and changes to my data?  
Sales Tracker makes adding contacts and changing contact data as easy as clicking your mouse. Every data screen in Sales Tracker is available by clicking on a selection in the navigation bar. Just click on the contact you want to edit. From the same screen, you can add notes and action items to your contact database. Add new contacts as you receive new leads.
3. Do I have options as to how I can view my data?  
In addition to your database screen, which presents all of your sales contact data in an easy to read table, you can

Local intranet

FIGURE - 53



**FIGURE-54**



1280

**FIGURE - 55**

FIGURE 56 1300

